



Abator ... Contingency IT Staffing since
1984

2400 Ardmore Boulevard; Suite 400
Pittsburgh, Pennsylvania 15221

412-271-5922 FAX: 412-271-5833

1

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

July 2, 2004

Mr. Ashley Super
Iowa Department of General Services
Hoover State Office Building – Level A
Des Moines, IA 50319

Dear Mr. Super:

Please consider this letter to be Abator's offer to perform in full compliance with the subject request.

To the best of its knowledge:

- Abator is registered to do business in the state with the Secretary of State's Office; and,
- Abators' proposal meets all the requirements set forth in the ITQ and, if applicable, any amendments thereto; and,
- Abator acknowledges and agrees to all of the rights of Iowa, including the ITQ rules and procedures, terms and conditions, and all other rights and terms specified in the ITQ; and,
- Abator warrants that it is aware of all applicable amendments; and,
- A Table of Contents itemizing all materials, documents and other enclosures being provided with Abators' response may be found on page 2 of this document.

CERTIFICATION

Under penalty of perjury, the undersigned does swear or affirm that the information provided in Abator's response to the State is true and correct as of the time of signing and makes the certifications contained herein. Abator further understands and agrees that failure to provide true and accurate information on this or any other document submitted to the State may result in suspension from doing business with the State, termination of contracts, loss of profits in appropriate cases, and other sanctions.

Abator agrees to provide additional information upon request to support the information provided herein, and further agrees that the State may audit any of Abator's records that pertain to this invitational response. **NOTE:** If in scanning or copying the documents provided by the State (in order to prepare Abator's response to this request) any inadvertent formatting changes or typographical errors have been incorporated in this response document, **Abator clearly asserts its intent to be bound by the State of Iowa's final request document.**

The undersigned is authorized to sign this form on behalf of Abator.

Thank you for this opportunity to participate in your Invitation to Qualify procedure.

Sincerely,


Joanne E. Peterson
President/CEO



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TABLE OF CONTENTS FOR ITQ # BD80200S102

| | |
|---|-------------|
| NON-COLLUSION AFFIDAVIT | p 3 |
| MANDATORY AGREEMENT QUESTIONNAIRE..... | p 4 |
| LOBBYING CERTIFICATION FORM..... | p 5 |
| REFERENCE RELEASE LETTER..... | p 6 |
| LIST OF CLIENTS/SURVEY RECIPIENTS..... | p 7 |
| PROFESSIONAL/TECHNICAL QUESTIONNAIRE(S)..... | p 8 |
| SKILLS THAT ABATOR TRACKS..... | p 30 |
| COST DATA SHEET(S)..... | p 39 |
| SP's BACKGROUND / FINANCIAL QUESTIONNAIRE..... | p 46 |
| OTHER FINANCIAL DOCUMENTS..... | p 49 |
| A) Statement of Financial Position..... | p 49 |
| B) Statement of Income..... | p 50 |
| C) Bank Reference/Contact Person..... | p 51 |
| D) SS-8 FORM..... | p 52 |
| E) Insurance Certificate..... | p 53 |
| VENDOR APPLICATION..... | p 54 |
| W-9 FORM..... | p 56 |
| ABATOR'S PROMOTIONAL MATERIALS..... | p 57 |
| A) Organizational Information..... | p 57 |
| B) Tri-Fold..... | p 58 |
| C) Business Cards..... | p 60 |
| D) Abator Certification Copies 2004..... | p 61 |
| SIGNATURE PAGE ORIGINAL (1)..... | p 71 |
| SIGNATURE PAGE ORIGINAL (2)..... | p 72 |



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4

Abator Response to State of Iowa
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ITQ EXHIBIT C --- MANDATORY AGREEMENT QUESTIONNAIRE

This section consists of a series of questions that must be answered to the affirmative prior to proceeding with development of your response. It confirms your understanding of and agreement to our requirements for submitting a response. Negative responses will disqualify you. Please insert a copy of your answers inside each of your responses.

1. Do you agree that the contents of your proposal(s) will become part of any resulting ITQ and related POs and can not be held confidential? YES ☒ NO ☐
2. Do you agree to submit one original of your proposal, together with two (2) copies and a electronic soft copy on diskette? YES ☒ NO ☐
3. Will you include at least three (3) client references and agree you must attain acceptable scores from references for each service category you are attempting to qualify for? YES ☒ NO ☐
4. Do you agree that you must maintain an acceptable rating by each agency you do work for in order to remain pre-qualified for each service category? YES ☒ NO ☐
5. Do you agree to abide by agency specific requirements as outlined in section 1-25? YES ☒ NO ☐
6. Do you agree that your response will remain valid for at least 120 business days and duration of ITQ and related POs? YES ☒ NO ☐
7. Are you a TSB or do you currently have or have had a contracting role in three (3) projects for each of the categories you are attempting to qualify for? YES ☒ NO ☐
8. Do you agree that if the STATE finds any part of your response to be false, you will be placed on temporary suspension from doing business with the STATE? YES ☒ NO ☐
9. Do you accept the requirements stated in sections 1-19 and 1-21? YES ☒ NO ☐
10. Will you provide all documents of proof of insurance as required by this ITQ and any related POs? YES ☒ NO ☐
11. Are you aware that the STATE will conduct any and all background checks it deems necessary? YES ☒ NO ☐

COMPLETED BY Joanne E. Peterson: President/CEO Abator

ITQ 1-19

Abator certifies that it is not currently delinquent in the payment of taxes or other obligations to Iowa State government, nor under suspension or otherwise debarred from doing business with the State of Iowa, any other state, or federal government.



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6

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REFERENCE RELEASE LETTER

02 July 2004

Mr. Ashley Super
Purchasing Agent III and Issuing Officer
Iowa Department of General Services (DGS)
Hoover STATE Office Building – Level A
Des Moines, IA 50319-0105

Email: Ashley.Super@dgs.state.ia.us

Dear Mr. Super:

Abator hereby authorizes the State of Iowa to contact any of the references cited. Abator further authorizes its customer and consultant references to discuss business relationships and experiences it may have had with Abator. As an inducement for the reference to speak freely, Abator agrees not to bring any legal action against the reference, whether the individual speaking or the firm, based on or arising out of what may or may not be told to the State of Iowa.

A photocopy of this release will be valid as an original thereof, even though the said photocopy does not contain an original writing of my signature.

Sincerely,

Joanne E. Peterson
President/CEO
JEP/wpg
Cc:file



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7

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LIST OF CLIENT/SURVEY RECIPIENTS

| Category | Contact | Phone Number |
|--------------------------------|--|------------------------------|
| Strategy/Vision/Consulting | Mark Kinkade at IL DOT | 217-785-2400 |
| Project Management | Mark Kinkade at IL DOT | 217-785-2400 |
| Design/Planning | Gerry Mitchell at IDPA | 217-785-3107 |
| Developing | Hans Kinde at Northrop Grumman Mark Anderson at ILDHS | 570-830-5812 217-785-6270 |
| Testing | Lynnette Wren at Abbott Labs | 847-937-8835 |
| Implementation | Gerry Mitchell at IDPA | 217-785-3107 |
| Training – Not Bidding | N/A | N/A |
| On-going Support – Not Bidding | N/A | N/A |
| Administration | Damico Nicome at IBM Gail Mugler at IDPA | 781-522-1884 217-785-2119 |



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8

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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #1: Strategies/Vision/Consulting

1. How do you intend to provide the resources required by this ITQ?

Abator has entered into individual relationships with the 4712 consultants represented (as of 31 March 2004) IT technical professionals (programmers, analysts, database administrators, software and system engineers, quality assurance testers, project leaders or managers, and technical writers/editors). Of these, 1517 have performed projects for various state governments. Abator's first step in staffing any project is to identify from this pool, based upon skills requested, those candidates most qualified to achieve our client's goals and objectives. Once identified, Abator ensures that adequate references have been received and then discusses the potential assignment with the appropriate candidate. What we know is a large group of technically competent individuals. What we do is deliver these resources to clients in a timely manner and support them in achieving our client's business and technological objectives. Abator responds to customer requests within 24 hours – delivering a formal quotation, resume and, if requested, the completed client evaluations and references of the available candidate(s) submitted for review. The candidate(s) will have authorized Abator to make the presentation and affirmed to us their willingness to accept the project as defined, in the location specified, for the designated duration and for the rate quoted.

2. Identify the SP contract administrator and describe the functions that person will perform.

Abator's contract administration is handled departmentally – customer contact with the customer services representative (Alison Craig) and project staffing manger (Andrew Neilson); technical administration with the project staffing manager (Andrew Neilson) and technical support staff which varies dependent upon platform and tools. In addition, for large projects – 5 or more staff on location, an on-site administrative/technical support representative will be appointed from among the staff assigned.

3. Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects.

Abator treats each client request in the manner described above: within 24 hours – delivering a formal quotation, resume and, if requested, the completed client evaluations and references of the available candidate(s) submitted for review. The candidate(s) will have authorized Abator to make the presentation and affirmed to us their willingness to accept the project as defined, in the location specified, for the designated duration and for the rate quoted.

4. Describe your company's ability to uniquely address problems and issues related to the service category.

1984 to present, over 20 years successfully staffing and managing resources on various client sites (including Des Moines, Cedar Rapids and Iowa City) has provided Abator with a deep understanding of the IT staffing service category – regardless of platform. The involvement of management in day-to-day operations insures that Abator's customers and consultants receive personal attention throughout the life of the relationship, many of them across decades of service. We believe the specific "category" to be of less concern than taking the time to get to know the people – agency or corporate customer -- involved, listen to concerns, learn to understand the objectives and help facilitate solutions in a timely and cost effective manner.



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9

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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #1: Strategies/Vision/Consulting

5. Describe your company's practices in adopting client policies and methods.

Abator consultants typically perform under the direction of a client project leader/manager and are expected to comply with the client's standards and procedures. As such, Abator consultants follow client policies and methods. At the corporate level, Abator absorbs and complies with customer requests for special reporting and management processes. As Abator's principals are actively involved in the daily operation of the company, responsiveness to client directions, policies and suggestions is virtually immediate -- there is no long chain of command to evaluate requests.

For the following questions indicate in each area the extent of knowledge and training your company would be able to offer and whether your company would be able to provide performance with or without guidance, or could teach others.

6. List each type / brand of operating system/ communication system you are experienced with in each category below and make comments.

- a. Mainframes: IBM, Honeywell, Univac, Amhdahl, DEC (with or without guidance, training/mentoring available)
- b. Midrange / Minicomputer: IBM, VAX, SUN (with or without guidance, training/mentoring available)
- c. Client / Server / Distributed Systems: IBM 34/38, RISC 6000, SUN, VAX, HP (with or without guidance, training/mentoring available)
- d. Desktop: IBM, Apple, Macintosh, COMPAQ, DELL, GATEWAY, etc. (with or without guidance, training/mentoring available)
- e. LAN: Novell, Microsoft, Banyan, etc. (with or without guidance, training/mentoring available)
- f. Languages and DBMS: Assembler, COBOL/COBOL II, Microfocus COBOL, RPG, Pascal, Basic, Visual Basic, Java (JavaBeans, Visual Java, Jbuilder, etc.), Smalltalk, Fortran, Macro, IMS DB/DC; CICS DL/1, CICS w DB2, IDMS, Adabase/Natural, Access, Oracle, Sybase, SQL Server, DMS, Univac 1100, HP Image; (with or without guidance, training/mentoring available)

Please see attached list of technologies supported.

7. Describe your products / experience with Databases.

- a. Administration: IMS DB, DB2, Oracle – installation, admin, performance tuning
- b. Application Development tools: see attached lists
- c. End user tools: see attached lists
- d. Structure and methodologies: from Yourdan to RUP
- e. Other see attached list

8. What general software applications have you experience in?

PRODUCTS: AMS, SAP, PeopleSoft, Oracle Financials, etc:

Abator consultants are supporting these state-related projects:

Medicaid Management Information Systems

Child Support Enforcement

Childcare Tracking

Virtual Case Manager (FAMIS)

Equipment Inventory

Data Warehousing

Healthcare Portability (HIPAA)

Crash Reporting (DOT)

Claims Processing & Adjudication

Statewide Accounting (GAS/MONIES)

Advantage 2000 Agency Accounting

Employment Security



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10

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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #1: Strategies/Vision/Consulting

9. Please describe any experience and deployed solutions in each of the following specific technologies below.

Abator has supported systems development and technical support projects on multiple platforms and through several generations of technology – Autocoder to JAVA. We've transitioned from the 1980's world of spaghetti code through top-down, modular and structured methodologies (Warnier - Orr, Youdan, etc.) using the traditional waterfall model of systems life cycle to code generators and CASE tools (Telon, APS, CSP, IEW, etc.) for rapid prototyping to OOD/OOP and unified modeling with RUP. Abator has migrated flat files to hierarchical and relational data structures and data warehouses. Abator has participated in the conversion of legacy systems to multi-tier client/server environments. In the last twenty years, Abator has supported virtually every methodology introduced in the DP/IS/IT world.

- a. Help desk solutions / technologies – N/A
- b. Data development – component of many Abator projects
- c. Data analysis – component of many Abator projects
- d. Data modeling – component of many Abator projects
- e. Facilitating and consulting – component of many Abator projects
- f. Photogrametry and remote sensing- N/A
- g. Data collection and clean up mapping – component of many Abator projects
- h. GIS / ESRI Software / Mapinfo – component of many Abator projects
- i. Electronic Commerce / EDI – component of many Abator projects
- j. Document management – component of many Abator projects
- k. Telecommunications wide area network – component of many Abator projects
- l. Biometrics -component of many Abator projects
- m. Wireless networking – component of many Abator projects
- n. IT staffing- Incorporated in 1984, Abator is a WBE certified organization whose only focus is the staffing and support of information technology and systems projects.
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11

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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #2: Project Management

1. How do you intend to provide the resources required by this ITQ?

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3. Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects.

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5. Describe your company's practices in adopting client policies and methods.

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12

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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #2: Project Management

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- b. Midrange / Minicomputer: IBM, VAX, SUN (with or without guidance, training/mentoring available)
- c. Client / Server / Distributed Systems: IBM 34/38, RISC 6000, SUN, VAX, HP (with or without guidance, training/mentoring available)
- d. Desktop: IBM, Apple, Macintosh, COMPAQ, DELL, GATEWAY, etc. (with or without guidance, training/mentoring available)
- e. LAN: Novell, Microsoft, Banyan, etc. (with or without guidance, training/mentoring available)
- f. Languages and DBMS: Assembler, COBOL/COBOL II, Microfocus COBOL, RPG, Pascal, Basic, Visual Basic, Java (JavaBeans, Visual Java, Jbuilder, etc.), Smalltalk, Fortran, Macro, IMS DB/DC; CICS DL/1, CICS w DB2, IDMS, Adabase/Natural, Access, Oracle, Sybase, SQL Server, DMS, Univac 1100, HP Image; (with or without guidance, training/mentoring available)

Please see attached list of technologies supported.

7. Describe your products / experience with Databases.

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13

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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

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14

Abator Response to State of Iowa
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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #3: Design/Planning

1. How do you intend to provide the resources required by this ITQ?

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15

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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #3: Design/Planning

5. Describe your company's practices in adopting client policies and methods.

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- c. Client / Server / Distributed Systems: IBM 34/38, RISC 6000, SUN, VAX, HP (with or without guidance, training/mentoring available)
- d. Desktop: IBM, Apple, Macintosh, COMPAQ, DELL, GATEWAY, etc. (with or without guidance, training/mentoring available)
- e. LAN: Novell, Microsoft, Banyan, etc. (with or without guidance, training/mentoring available)
- f. Languages and DBMS: Assembler, COBOL/COBOL II, Microfocus COBOL, RPG, Pascal, Basic, Visual Basic, Java (JavaBeans, Visual Java, Jbuilder, etc.), Smalltalk, Fortran, Macro, IMS DB/DC; CICS DL/1, CICS w DB2, IDMS, Adabase/Natural, Access, Oracle, Sybase, SQL Server, DMS, Univac 1100, HP Image; (with or without guidance, training/mentoring available)

Please see attached list of technologies supported.

7. Describe your products / experience with Databases.

- a. Administration: IMS DB, DB2, Oracle – installation, admin, performance tuning
- b. Application Development tools: see attached lists
- c. End user tools: see attached lists
- d. Structure and methodologies: from Yourdan to RUP
- e. Other see attached list

8. What general software applications have you experience in?

PRODUCTS: AMS, SAP, PeopleSoft, Oracle Financials, etc:

Abator consultants are supporting these state-related projects:

Medicaid Management Information Systems

Child Support Enforcement

Childcare Tracking

Virtual Case Manager (FAMIS)

Equipment Inventory

Data Warehousing

Healthcare Portability (HIPAA)

Crash Reporting (DOT)

Claims Processing & Adjudication

Statewide Accounting (GAS/MONIES)

Advantage 2000 Agency Accounting

Employment Security



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16

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Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #3: Design/Planning

9. Please describe any experience and deployed solutions in each of the following specific technologies below.

Abator has supported systems development and technical support projects on multiple platforms and through several generations of technology – Autocoder to JAVA. We've transitioned from the 1980's world of spaghetti code through top-down, modular and structured methodologies (Warnier - Orr, Youdan, etc.) using the traditional waterfall model of systems life cycle to code generators and CASE tools (Telon, APS, CSP, IEW, etc.) for rapid prototyping to OOD/OOP and unified modeling with RUP. Abator has migrated flat files to hierarchical and relational data structures and data warehouses. Abator has participated in the conversion of legacy systems to multi-tier client/server environments. In the last twenty years, Abator has supported virtually every methodology introduced in the DP/IS/IT world.

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- b. Data development – component of many Abator projects
- c. Data analysis – component of many Abator projects
- d. Data modeling – component of many Abator projects
- e. Facilitating and consulting – component of many Abator projects
- f. Photogrametry and remote sensing-N/A
- g. Data collection and clean up mapping – component of many Abator projects
- h. GIS / ESRI Software / Mapinfo – component of many Abator projects
- i. Electronic Commerce / EDI – component of many Abator projects
- j. Document management – component of many Abator projects
- k. Telecommunications wide area network – component of many Abator projects
- l. Biometrics - – component of many Abator projects
- m. Wireless networking – component of many Abator projects
- n. IT staffing-Incorporated in 1984, Abator is a WBE certified organization whose only focus is the staffing and support of information technology and systems projects.
- o. Graphic / web design – component of many Abator projects
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17

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Invitation To Qualify
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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #4: Developing

1. How do you intend to provide the resources required by this ITQ?

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2. Identify the SP contract administrator and describe the functions that person will perform.

Abator's contract administration is handled departmentally – customer contact with the customer services representative (Alison Craig) and project staffing manger (Andrew Neilson); technical administration with the project staffing manager (Andrew Neilson) and technical support staff which varies dependent upon platform and tools. In addition, for large projects – 5 or more staff on location, an on-site administrative/technical support representative will be appointed from among the staff assigned.

3. Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects.

Abator treats each client request in the manner described above: within 24 hours – delivering a formal quotation, resume and, if requested, the completed client evaluations and references of the available candidate(s) submitted for review. The candidate(s) will have authorized Abator to make the presentation and affirmed to us their willingness to accept the project as defined, in the location specified, for the designated duration and for the rate quoted.

4. Describe your company's ability to uniquely address problems and issues related to the service category.

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18

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Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #4: Developing

For the following questions indicate in each area the extent of knowledge and training your company would be able to offer and whether your company would be able to provide performance with or without guidance, or could teach others.

6. List each type / brand of operating system/ communication system you are experienced with in each category below and make comments.

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- d. Desktop: IBM, Apple, Macintosh,, COMPAQ, DELL, GATEWAY, etc. (with or without guidance, training/mentoring available)
- e. LAN: Novell, Microsoft, Banyan, etc. (with or without guidance, training/mentoring available)
- f. Languages and DBMS: Assembler, COBOL/COBOL II, Microfocus COBOL, RPG, Pascal, Basic, Visual Basic, Java (JavaBeans, Visual Java, Jbuilder, etc.), Smalltalk, Fortran, Macro, IMS DB/DC; CICS DL/1, CICS w DB2, IDMS, Adabase/Natural, Access, Oracle, Sybase, SQL Server, DMS, Univac 1100, HP Image; (with or without guidance, training/mentoring available)

Please see attached list of technologies supported.

7. Describe your products / experience with Databases.

- a. Administration: IMS DB, DB2, Oracle – installation, admin, performance tuning
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Crash Reporting (DOT)

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19

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #4: Developing

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20

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Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #5: Testing

1. How do you intend to provide the resources required by this ITQ?

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21

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Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #5: Testing

For the following questions indicate in each area the extent of knowledge and training your company would be able to offer and whether your company would be able to provide performance with or without guidance, or could teach others.

6. List each type / brand of operating system/ communication system you are experienced with in each category below and make comments.

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- e. LAN: Novell, Microsoft, Banyan, etc. (with or without guidance, training/mentoring available)
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Please see attached list of technologies supported.

7. Describe your products / experience with Databases.

- a. Administration: IMS DB, DB2, Oracle – installation, admin, performance tuning
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8. What general software applications have you experience in?

PRODUCTS: AMS, SAP, PeopleSoft, Oracle Financials, etc:

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PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #5: Testing

9. Please describe any experience and deployed solutions in each of the following specific technologies below.

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23

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Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #6: Implementation

1. How do you intend to provide the resources required by this ITQ?

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24

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Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #6: Implementation

For the following questions indicate in each area the extent of knowledge and training your company would be able to offer and whether your company would be able to provide performance with or without guidance, or could teach others.

6. List each type / brand of operating system/ communication system you are experienced with in each category below and make comments.

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Please see attached list of technologies supported.

7. Describe your products / experience with Databases.

- a. Administration: IMS DB, DB2, Oracle – installation, admin, performance tuning
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25

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Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #6: Implementation

9. Please describe any experience and deployed solutions in each of the following specific technologies below.

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26

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Invitation To Qualify
Invitation to Qualify # BD80200S102

Category #7: Training - Not Bidding

Category #8: On-going Support - Not Bidding



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27

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Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #9: Administration

1. How do you intend to provide the resources required by this ITQ?

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4. Describe your company's ability to uniquely address problems and issues related to the service category.

1984 to present, over 20 years successfully staffing and managing resources on various client sites (including Des Moines, Cedar Rapids and Iowa City) has provided Abator with a deep understanding of the IT staffing service category – regardless of platform. The involvement of management in day-to-day operations insures that Abator's customers and consultants receive personal attention throughout the life of the relationship, many of them across decades of service. We believe the specific "category" to be of less concern than taking the time to get to know the people – agency or corporate customer -- involved, listen to concerns, learn to understand the objectives and help facilitate solutions in a timely and cost effective manner.

5. Describe your company's practices in adopting client policies and methods.

Abator consultants typically perform under the direction of a client project leader/manager and are expected to comply with the client's standards and procedures. As such, Abator consultants follow client policies and methods. At the corporate level, Abator absorbs and complies with customer requests for special reporting and management processes. As Abator's principals are actively involved in the daily operation of the company, responsiveness to client directions, policies and suggestions is virtually immediate -- there is no long chain of command to evaluate requests.



Abator ... Contingency IT Staffing since
1984

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28

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #9: Administration

For the following questions indicate in each area the extent of knowledge and training your company would be able to offer and whether your company would be able to provide performance with or without guidance, or could teach others.

6. List each type / brand of operating system/ communication system you are experienced with in each category below and make comments.

- a. Mainframes: IBM, Honeywell, Univac, Amhdahl, DEC (with or without guidance, training/mentoring available)
- b. Midrange / Minicomputer: IBM, VAX, SUN (with or without guidance, training/mentoring available)
- c. Client / Server / Distributed Systems: IBM 34/38, RISC 6000, SUN, VAX, HP (with or without guidance, training/mentoring available)
- d. Desktop: IBM, Apple, Macintosh,, COMPAQ, DELL, GATEWAY, etc. (with or without guidance, training/mentoring available)
- e. LAN: Novell, Microsoft, Banyan, etc.
- f. Languages and DBMS: Assembler, COBOL/COBOL II, Microfocus COBOL, RPG, Pascal, Basic, Visual Basic, Java (JavaBeans, Visual Java, Jbuilder, etc.), Smalltalk, Fortran, Macro, IMS DB/DC; CICS DL/1, CICS w DB2, IDMS, Adabase/Natural, Access, Oracle, Sybase, SQL Server, DMS, Univac 1100, HP Image; (with or without guidance, training/mentoring available)

Please see attached list of technologies supported.

7. Describe your products / experience with Databases.

- a. Administration: IMS DB, DB2, Oracle – installation, admin, performance tuning
- b. Application Development tools: see attached lists
- c. End user tools: see attached lists
- d. Structure and methodologies: from Yourdan to RUP
- e. Other see attached list

8. What general software applications have you experience in?

PRODUCTS: AMS, SAP, PeopleSoft, Oracle Financials, etc:

Abator consultants are supporting these state-related projects:

Medicaid Management Information Systems

Child Support Enforcement

Childcare Tracking

Virtual Case Manager (FAMIS)

Equipment Inventory

Data Warehousing

Healthcare Portability (HIPAA)

Crash Reporting (DOT)

Claims Processing & Adjudication

Statewide Accounting (GAS/MONIES)

Advantage 2000 Agency Accounting

Employment Security



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29

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE

Category #9: Administration

9. Please describe any experience and deployed solutions in each of the following specific technologies below.

Abator has supported systems development and technical support projects on multiple platforms and through several generations of technology – Autocoder to JAVA. We've transitioned from the 1980's world of spaghetti code through top-down, modular and structured methodologies (Warnier - Orr, Youdan, etc.) using the traditional waterfall model of systems life cycle to code generators and CASE tools (Telon, APS, CSP, IEW, etc.) for rapid prototyping to OOD/OOP and unified modeling with RUP. Abator has migrated flat files to hierarchical and relational data structures and data warehouses. Abator has participated in the conversion of legacy systems to multi-tier client/server environments. In the last twenty years, Abator has supported virtually every methodology introduced in the DP/IS/IT world.

- a. Help desk solutions / technologies – N/A
- b. Data development – component of many Abator projects
- c. Data analysis – component of many Abator projects
- d. Data modeling – component of many Abator projects
- e. Facilitating and consulting – component of many Abator projects
- f. Photogrametry and remote sensing-N/A
- g. Data collection and clean up mapping – component of many Abator projects
- h. GIS / ESRI Software / Mapinfo – component of many Abator projects
- i. Electronic Commerce / EDI – component of many Abator projects
- j. Document management – component of many Abator projects
- k. Telecommunications wide area network – component of many Abator projects
- l. Biometrics - – component of many Abator projects
- m. Wireless networking – component of many Abator projects
- n. IT staffing- Incorporated in 1984, Abator is a WBE certified organization whose only focus is the staffing and support of information technology and systems projects.
- o. Graphic / web design – component of many Abator projects
- p. Other – systems administration & engineering/technical support



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39

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

| COST DATA SHEET for ITQ Number <u>BD80200S102</u> Revision <u>1.0</u> | |
|--|-----------------------------|
| FOR SERVICE CATEGORY: <u>Strategies/Vision/Consulting</u> | |
| COMPANY NAME: <u>Abator Information Services</u> date <u>03/24/04</u> | |
| DESCRIPTION OF SERVICE | RATE PER HOUR NOT TO EXCEED |
| Architect: Brings the ability to put together a "big picture" of a technical solution. | \$250/hr (all-inclusive) |
| Subject Matter Expert: Brings a deep expertise in a specific technology or business area. | \$275/hr (all-inclusive) |
| Business Consultant/Analyst: Brings the ability to analyze and recommend business process improvements and re-engineering. | \$150/hr (all-inclusive) |

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.



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40

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

| COST DATA SHEET for ITQ Number <u>BD80200S102</u> Revision <u>1.0</u> | |
|--|-----------------------------|
| FOR SERVICE CATEGORY: <u>Project Management</u> | |
| COMPANY NAME: <u>Abator Information Services</u> date <u>03/24/04</u> | |
| DESCRIPTION OF SERVICE | RATE PER HOUR NOT TO EXCEED |
| Program Manager: Manages multiple projects at once both related and unrelated in nature and scope. | \$275/hr (all-inclusive) |
| Project Manager: Manages a specific project or aspect of a project on larger projects. | \$220/hr (all-inclusive) |
| Project Administrator: Assists with the administration of the project management activities. | \$100/hr (all-inclusive) |
| Technical Writer: A writer with skills in a specific technical arena and the ability to write technical information to be consumed by an end-user community. | \$100/hr (all-inclusive) |

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41

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

| COST DATA SHEET for ITQ Number <u>BD80200S102</u> Revision <u>1.0</u> | |
|--|-----------------------------|
| FOR SERVICE CATEGORY: <u>Design/Planning</u> | |
| COMPANY NAME: <u>Abator Information Services</u> date <u>03/24/04</u> | |
| DESCRIPTION OF SERVICE | RATE PER HOUR NOT TO EXCEED |
| Architect / Technology Lead: Responsible for the design and technical specification of a business solution or a specific aspect of a business solution on larger projects. | \$250/hr (all-inclusive) |

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42

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

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|---|-----------------------------|
| FOR SERVICE CATEGORY: <u>Developing</u> | |
| COMPANY NAME: <u>Abator Information Services</u> date <u>03/24/04</u> | |
| DESCRIPTION OF SERVICE | RATE PER HOUR NOT TO EXCEED |
| Developer: Builds solution components based on technical specifications. | \$95/hr (all-inclusive) |
| Sr. Developer: Builds solution components based on technical specifications. Extensive experience. | \$135/hr (all-inclusive) |
| Jr. Developer: Builds solution components based on technical specifications. Limited experience. | \$80/hr (all-inclusive) |
| Engineer: Builds infrastructure solutions based on technical specifications. | \$150/hr (all-inclusive) |
| Sr. Engineer: Builds infrastructure solutions based on technical specifications. Extensive experience. | \$225/hr (all-inclusive) |
| Jr. Engineer: Builds infrastructure solutions based on technical specifications. Limited experience. | \$95/hr (all-inclusive) |
| Emerging/Niche Technology: Builds solutions based on technical specifications using emerging or niche technologies. | \$150/hr (all-inclusive) |
| Sr. Emerging/Niche Technology: Builds solutions based on technical specifications using emerging or niche technologies. Extensive experience. | \$300/hr (all-inclusive) |
| Jr. Emerging/Niche Technology: Builds solutions based on technical specifications using emerging or niche technologies. Limited experience. | \$100/hr (all-inclusive) |

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43

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

| COST DATA SHEET for ITQ Number <u>BD80200S102</u> Revision <u>1.0</u> | |
|--|-----------------------------|
| FOR SERVICE CATEGORY: <u>Testing</u> | |
| COMPANY NAME: <u>Abator Information Services</u> date <u>03/24/04</u> | |
| DESCRIPTION OF SERVICE | RATE PER HOUR NOT TO EXCEED |
| Test Planning: Analyzes business requirements and technical specifications to determine and build a test plan. | \$199/hr (all-inclusive) |
| Quality Assurance: Builds and executes test scripts based on a test plan. Tracks and coordinates issue resolution. | \$125/hr (all-inclusive) |

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44

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

| | |
|--|------------------------------------|
| COST DATA SHEET for ITQ Number <u>BD80200S102</u> Revision <u>1.0</u> | |
| FOR SERVICE CATEGORY: <u>Implementation</u> | |
| COMPANY NAME: <u>Abator Information Services</u> date <u>03/24/04</u> | |
| DESCRIPTION OF SERVICE | RATE PER HOUR NOT TO EXCEED |
| Implementation Planning: Analyzes business requirements, technical specifications and end-user community requirements to determine and build an implementation plan. | \$200/hr (all-inclusive) |

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45

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

COST DATA SHEET for ITQ Number BD80200S102 Revision 1.0

FOR SERVICE CATEGORY: Administration

COMPANY NAME: Abator Information Services date 03/24/04

| DESCRIPTION OF SERVICE | RATE PER HOUR NOT TO EXCEED |
|--|-----------------------------|
| Database: Perform database administration activities on the selected database. | \$300/hr (all-inclusive) |
| LAN/WAN: Perform local-area network and wide-area network administration activities on the selected network operating system. | \$225/hr (all-inclusive) |
| Operating System: Perform operating system administration activities on the selected operating system. | \$225/hr (all-inclusive) |
| Web: Perform administration activities related to web infrastructure components, such as web server, application servers, search engines, etc. | \$225/hr (all-inclusive) |
| Messaging: Perform administration activities on the selected messaging platform. | \$300/hr (all-inclusive) |
| Security: Perform administration activities relating to security, auditing, and enforcement. | \$300/hr (all-inclusive) |
| Emerging/Niche Technology: Perform administration activities on technologies which are emerging or unique to the organization. | \$300/hr (all-inclusive) |

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53

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

| ACORD | | CERTIFICATE OF LIABILITY INSURANCE | | OP ID MK | DATE (MM/DD/YY) |
|---|--|---|-------------------------------------|--|--|
| PRODUCER Edward F Haldeman & Assoc. Inc Pinnacle Group LLC 3890 Old William Penn Highway Pittsburgh PA 15235- Phone: 412-372-9009 Fax: 412-372-6609 | | THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. | | ABATO-3 | 06/30/04 |
| INSURED Abator Information Services Inc. 2400 Ardmore Blvd Ste 400 Pittsburgh PA 15221 | | INSURERS AFFORDING COVERAGE | | | |
| | | INSURER A: Hartford Insurance Co | | | |
| | | INSURER B: | | | |
| | | INSURER C: | | | |
| | | INSURER D: | | | |
| | | INSURER E: | | | |
| COVERAGES | | | | | |
| THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. | | | | | |
| INSR LTR | TYPE OF INSURANCE | POLICY NUMBER | POLICY EFFECTIVE DATE (MM/DD/YY) | POLICY EXPIRATION DATE (MM/DD/YY) | LIMITS |
| A | GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Business Owners GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC | 40SBADF6782 | 06/23/04 | 06/23/05 | EACH OCCURRENCE \$ 1000000 FIRE DAMAGE (Any one fire) \$ 300000 MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ 1000000 GENERAL AGGREGATE \$ 2000000 PRODUCTS - COMP/OP AGG \$ 2000000 |
| A | AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS | 40SBADF6782 | 06/23/04 | 06/23/05 | COMBINED SINGLE LIMIT (Ea accident) \$ 1000000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ |
| | GARAGE LIABILITY <input type="checkbox"/> ANY AUTO | | | | AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC AGG \$ |
| | EXCESS LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input type="checkbox"/> RETENTION \$ | | | | EACH OCCURRENCE \$ AGGREGATE \$ \$ \$ \$ |
| A | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY | 40WECAI0001 | 06/23/04 | 06/23/05 | WC STATU- TORY LIMITS OTH- ER E.L. EACH ACCIDENT \$ 1000000 E.L. DISEASE - EA EMPLOYEE \$ 1000000 E.L. DISEASE - POLICY LIMIT \$ 1000000 |
| | OTHER | | | | PROPERTY 132200 |
| DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS Verification of Insurance. | | | | | |
| CERTIFICATE HOLDER | | N | ADDITIONAL INSURED; INSURER LETTER: | | CANCELLATION |
| Iowa Department of General Services Level A Hoover State Office Bldg. Des Moines IA 50319-0105 | | IOWA DE | | SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE | |



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72

Abator Response to State of Iowa
Invitation To Qualify
Invitation to Qualify # BD80200S102

ITQ EXHIBIT F - **REQUIRED SIGNATURE PAGE** (submit two signed originals in your response)

I / we as undersigned agree to the terms and conditions of the aforementioned ITQ #BD80200S102 and if our response is accepted, to furnish any and all services upon which cost data has been submitted. Any material misstatement in our response shall be treated as fraudulent concealment from the STATE of the facts relating to this ITQ.

Name of Entity / Person Submitting Proposal: Abator Information Services, Inc.

Mailing address: Suite 400; 2400 Ardmore Boulevard; Pittsburgh, PA 15221

Phone: 412-217-5922 (800-544-1210) Fax: 412-271-5833 Email: alison@abator.com

☐ If Individual: SIGNATURE: _____ Date: _____

Social Security Number: _____

☐ If Partnership: Names -type written: _____/_____

Social Security Numbers: _____/_____

SIGNATURES of PARTNERS: _____ Date: _____

_____ Date: _____

☐ If Corporation: Corp ID# 25-1466926 State: Pennsylvania

SIGNATURE: *Joanne E. Peterson* Date: 02 July 2004

Name and Title -type written: Joanne E. Peterson; President/CEO

I / we consent to service of process by certified or register mail addressed to our designated legal agent as required by Part 2-13-i of the Terms and Conditions of the ITQ. I / we appoint

CT Corporation as our agent to receive service of process.

WITNESS SIGNATURE: *Melody P. Long* Title: Treasurer Date: 02 July 2004

The STATE of Iowa, acting through the undersigned officer(s), hereby accepts the foregoing response to the ITQ and pre-approves the SP named for agency requests for proposals using this agreement. This acceptance and the SP's response for the above referenced ITQ and related POs, including the terms and conditions of the ITQ constitute a binding contract between the STATE and the SP.

CT _____ Vendor ID# _____ ☐ CONDITIONAL TSB

Evaluation Committee Chairperson _____ Date: _____

DGS Purchasing Div. Administrator: _____ Date: _____

Purchasing Agent / Issuing Officer : _____ Date : _____

2.13.i) The SP irrevocably consents to service of process by certified or register mail addressed to the SP's designated agent. The SP appoints CT Corporation, 2222 Grand Avenue Des Moines, Iowa 50312, as its agent to receive service of process.